



NEWS RELEASE

WYOMING DISTRICT OFFICE

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Kevin Songer Named Young Entrepreneur of the Year

Sheridan – The Wyoming District Office of the U.S. Small Business Administration (SBA) has named Kevin Songer, owner/operator of Los Agaves and Papa Guyos, the 2004 Young Entrepreneur of the Year for the state of Wyoming. All state winners are forwarded on to compete at the Regional level (Colorado, North Dakota, Montana, South Dakota, Utah and Wyoming). Kevin was also selected as the Regional Young Entrepreneur of the Year.

This award is given to an individual who serves as a majority owner and operates or bears principal responsibility for operating a small business with a three year track record and who will not have reached the age of 30 by June 1, 2004. Criteria used to evaluate the nominees for this category is evidence of success as measured by sales and profits; increased employment opportunities; development and or utilization of innovative or creative business methods and demonstrated entrepreneurial potential necessary for long-term business success and economic growth.

The President of the United States recognizes contributions of the small business community to the American economy and society by proclamation each year.

S. Kevin Songer was born and raised in Sheridan. He had his first major business endeavor at the young age of 8 when his parents informed him that if he wanted to go to camp, he'd have to earn his own way. Kevin earned his bachelor's degree in International Economics at Georgetown University. Throughout the four years at Georgetown, he always looked forward to coming home to Sheridan where he spent a great deal of time working in a restaurant known as Los Margaritas. After graduation, Kevin had the opportunity to purchase the restaurant. According to Kevin, "the next task was to convince conservative bankers to believe in something that was anything but conservative---lending \$400,000 to a fresh graduate with a negative net worth." "However, thanks to the SBA, I became the owner of Los Agaves."

Los Agaves is a popular restaurant with south of the border atmosphere and a menu that appeals to everyone. Kevin has increased sales, hired additional staff and mechanizing his kitchen. In 2002, he purchased a fast food hamburger restaurant and began remodeling. The result of this effort is Papa Guyos, a fast food Mexican restaurant. Kevin is currently strategizing the best way to ensure the continued success of both of his restaurants.